UNITED STATES DISTRICT COURT

SOUTHERN DISTRICT OF TEXAS

HOUSTON DIVISION

IN RE: MOUNTAIN EXPRESS OIL . CASE NO. 23-90147

COMPANY,

DEBTOR. . HOUSTON, TEXAS

MONDAY, AUGUST 21, 2023

08:00 A.M. TO 08:51 A.M.

.

STATUS CONFERENCE

(SOME PARTIES APPEARING VIA GOTOMEETING)

BEFORE THE HONORABLE DAVID R. JONES UNITED STATES BANKRUPTCY JUDGE

APPEARANCES: SEE NEXT PAGE

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BEFORE THE HONORABLE DAVID R. JONES UNITED STATES BANKRUPTCY JUDGE

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(Please see electronic appearances.)	
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Houston, Texas; Monday, August 21, 2023; 08:00 a.m.

(Some parties appearing via GoToMeeting)

THE COURT: Good morning, everyone. This is Judge Jones. The time is eight o'clock Central. Today is August the $21^{\rm st}$, 2023. This is the docket for Houston, Texas.

On the eight o'clock docket this morning, sounds odd to say that. But on the eight o'clock this morning, we have the jointly administered cases under Case Number 23-90147, Mountain Express Oil Company.

Folks, please don't forget to record your electronic appearance. If this is the first for you, or it's been a while, it's a quick trip to the website, couple of mouse clicks, take you less than 20 seconds. But it is the way we note your appearance here today.

For those of you in the courtroom, I'll just remind you, if you do rise to speak, if you would please come to the lectern. It's the only place we have both camera and microphones. And we want you to both be seen and be heard.

For those of you who are on GoToMeeting, I have activated the hand raising feature. If you know you're going to be speaking and haven't already done so, if you'll give me a five star on your telephone. You can, of course, change your mind at any time.

Whether you are in the courtroom or on GoToMeeting, first time that you speak, if you would, please, state your

```
3
 1
    diligently through the weekend trying to come up with a
 2
    solution. The biggest issue being that we have a serious
    liquidity crisis.
 3
              THE COURT:
                          Sure.
 4
 5
              MR. WOLFSHOHL: I would say that the liquidity crisis
 6
    that -- and -- and it's not even something we have a hundred
 7
    percent of a handle on. But I believe we can get through
 8
    tomorrow, maybe beyond tomorrow.
 9
              But I think safely tomorrow.
10
              THE COURT: If it makes you feel any better, I
11
    haven't understood it since day one of the case. And you know
12
    I'm a numbers guy. And I haven't understood it since day one
13
    of the case.
14
              MR. WOLFSHOHL: I -- I -- I'm in the same boat at
15
    this point, your Honor.
16
              With -- with -- with only 48 hours.
17
              THE COURT:
                         Sure.
18
              MR. WOLFSHOHL: We -- we do believe we can get
19
    through tomorrow. Just -- just the upshot of what I'm going to
20
    ask you for, your Honor, is -- is a hearing setting tomorrow.
21
    But let me tell you a little bit about the wrath.
22
              THE COURT: Yeah. Okay.
23
              MR. WOLFSHOHL: We've been working -- one person
24
    that's -- that's not on the screen or in the courtroom that
25
    we've been working with extensively over the course of the
```

1 weekend is Judge Isqur, who has put in a tremendous amount of 2 effort trying to find a way to keep this company alive and -and help us with finding a path forward. 3 Where we're at is that -- and -- and I want to -- I 4 5 want to specifically say that the banks have, at least the agent, has worked extensively with us with their counsel over 6 7 the course of the weekend, and going into the -- to late 8 yesterday. 9 The Trustee has presented sort of a three -- three 10 potential options that she sees to the banks. We laid those 11 out last night. And in fairness to the banks, you know, 12 there -- there -- there was only the agent on the phone. And 13 they, I believe, have a call with the banks to discuss those 14 proposals that we've laid out later this morning. 15 THE COURT: Okay. 16 MR. WOLFSHOHL: I have -- well, the Trustee has 17 presented them -- first off, one -- one of the options in the 18 proposal is contingent on a party being able to provide DIP 19 financing. 20 So we have provided these three options to the banks 21 as we don't see any other alternative. One is DIP financing 22 that allows us to proceed with the sale process that's roughly 23 30 days long. That would be a priming DIP. Obviously, nobody 24 is going to come into this situation and provide a DIP that's 25 not priming. We're not intending to pursue a priming DIP

```
1
    without the bank's consent.
 2
              The alternatives to that are credit bid or proceed
    with a sale transaction that doesn't involve the DIP and has a
 3
    quicker timeline for closing.
 4
 5
         (Pause in the proceeding.)
              THE COURT: How could you do that?
 6
 7
              MR. WOLFSHOHL: The -- we would use the -- it's --
    it's a staged process. There'd be an initial amount that came
 8
    in that would allow us to have liquidity to be able to proceed.
10
              THE COURT: So you're going to have a stalking horse
11
    who's going to pre-fund or something?
              MR. WOLFSHOHL: It's not -- it's a -- it's not a
12
13
    stalking horse. It has a 21-day fiduciary out. It wouldn't
14
    be -- it -- the first process with the DIP is more in the
15
    nature of a traditional stalking horse.
16
              The other -- the other one has a fiduciary out that
17
    allows the Trustee to take a better deal if it shows up. But
    it's -- it's a less formalized structure as far as bid
18
19
    procedures, your Honor.
20
              THE COURT: But to do that you got to get the credit
21
    bid out of the way.
22
              MR. WOLFSHOHL: That's right.
23
              THE COURT: Got it. Okay.
24
              I -- I got it.
25
              MR. WOLFSHOHL:
                              And I'm -- and at this point I'm not,
```

```
1
    we'd be open to that.
 2
              If that presents itself, we will explore that option.
    But the reality is we run out of money, I believe, tomorrow.
 3
              THE COURT: Got it.
 4
 5
              MR. WOLFSHOHL: And the alternative to --
              THE COURT: Any idea why these folks didn't show up
 6
 7
    earlier?
              MR. WOLFSHOHL: I -- I -- I don't know for sure.
 8
    I -- I -- I believe -- let me -- let me tell you this.
10
              My impression is that this process was so siloed that
11
    people weren't communicating. I think one thing that I have
12
    been told repeatedly through the last three days is that the
13
    transparency of the process that we have -- and part of it is
14
    that we just have to, but it's also just you know Miss Arthur.
15
    I think you've known her for probably 30 or 40 years.
16
              THE COURT: Sure. Let's not go 40. That makes us
17
    older.
18
          (Laughter.)
19
              THE COURT: But 30 I can live with.
20
              MR. WOLFSHOHL: Okay.
21
         (Laughter.)
              MR. WOLFSHOHL: It does seem like 30's closer.
22
23
    just rounding up.
24
              She wouldn't do it any other way.
25
              THE COURT:
                           Yeah.
```

```
1
              MR. WOLFSHOHL: But the comments that we've gotten
 2
    is -- is that a lot has -- a lot of light has been shed on --
    on the circumstances.
 3
              THE COURT: Fair enough. It -- there's another for
 4
 5
    that. I was just curious as why --
 6
              MR. WOLFSHOHL: That's absolutely right, your Honor.
 7
              THE COURT: -- the parties hadn't shown up before
 8
    now.
          I got it.
 9
              MR. WOLFSHOHL: And -- and some of them I think
10
    have -- have been trying. To be honest, I think they've been
11
    trying to get access. And I think it's been difficult.
12
              But we have done our best to listen to people. I
13
    think that the process that we've suggested to the bank as --
14
    as what we believe the alternatives to be, I think that there
15
    is at least some ability for somebody to come in and outbid
16
    the -- the -- the offer that we have on the table.
17
              But like I said, Judge, if we had the luxury of time,
18
    I -- I'd be having a different conversation with you.
19
              THE COURT: I got it.
20
              MR. WOLFSHOHL: And we don't.
21
              THE COURT: I'm assuming it would be helpful if you
22
    had financial data that actually made sense.
23
              MR. WOLFSHOHL: That -- that's absolutely right, your
24
    Honor.
25
              And -- and -- and when I tell you that I think we --
```

```
1
    I -- I know we can get through tomorrow. But I wish I could
 2
    tell you exactly how far we can get, but -- but I can't.
 3
              THE COURT: Right. And, you know, don't forget,
    there's the John Melko and those who are situated like him, the
 4
 5
    problem that's out there.
 6
              MR. WOLFSHOHL: Yeah.
 7
              THE COURT: I assume you've talked to him or heard
    from him?
 8
 9
              MR. WOLFSHOHL: Mr. Kitchens, I believe, has spoken
10
    to him, your Honor.
11
              We're -- we're -- we're --
12
              THE COURT: I got it.
              MR. WOLFSHOHL: -- dividing, and conquering, and a
13
14
    lot of this is just triage.
15
              THE COURT: Oh fine. I just -- I -- I have pushed
16
    him off in an effort to try and see if there's anything here.
17
    But as I said last week, at some point, you're going to have to
18
    give Mr. Melko his opportunity to stand at the lectern.
19
              MR. WOLFSHOHL: I -- I -- I understand, your Honor.
20
              THE COURT: Okay. All right.
21
              MR. WOLFSHOHL: And I'm -- I'm happy to cede the
22
    podium to someone else. And obviously, Miss Northrup's here if
23
    you have any kind of questions. I think she, you know, again,
24
    we don't have a script for you, but we're prepared to answer
25
    questions.
```

```
1
              THE COURT:
                         So let me say this. I have a ton of
 2
    questions. I'm also worried that because I don't know
    anything, that I hit a button that I shouldn't.
 3
              And so my inclination is if we're going to have
 4
 5
    another hearing tomorrow, my inclination, because I trust
    everybody involved, is to just wait and see what happens. And
 6
 7
    then hopefully we get to the point where I can begin to try and
 8
    understand.
 9
              Cause I -- I've just never been in this position
10
    before. I literally don't understand anything. Everything
11
    that I believed has been wrong. And I just, you know, I'm
12
    going to have to work through this.
13
              MR. WOLFSHOHL: I -- I completely understand, your
14
    Honor. And I actually -- I -- my preference is to take the
15
    approach that you've suggested, your Honor, because of the --
16
              THE COURT:
                         Okay.
17
              MR. WOLFSHOHL: -- moving parts.
18
              THE COURT:
                          All right. Let me ask -- and as I'm
19
    looking, what are you looking for tomorrow?
20
              MR. WOLFSHOHL: I was just -- just given the -- the
21
    fact that we probably have a lot of stuff to do between now and
22
    then, I was thinking early afternoon if you're -- if you have
23
    availability, your Honor.
24
              THE COURT: So let me -- let me give you the
```

schedule. And we'll figure out what to do.

```
1
              As you know, I'm -- I'm mediating at 9:30.
 2
    supposed to continue on until tomorrow, with the understanding
    that I had a Chapter 13 panel in the morning. And that I've
 3
    got first days reserved at noon, depending upon, you know, if I
 4
 5
    draw the case. Then I would have first days at noon. If Judge
    Lopez draws the case, then, you know, that's free time.
 6
 7
              MR. WOLFSHOHL: Okay.
                          But then I was supposed to be back --
              MR. WOLFSHOHL: At mediation.
10
              THE COURT: -- mediating.
11
              But, you know, if -- if what you want is tomorrow
12
    afternoon, can it be late afternoon?
13
         (Pause in the proceeding.)
14
              THE COURT: That's difficult.
15
              MR. WOLFSHOHL: The -- yeah. The -- the -- what
16
    we're thinking about, and this is optimistic, is -- is wire
17
    deadlines if we were able to get a transaction approved
18
    tomorrow.
19
              THE COURT:
                          Right.
20
              MR. WOLFSHOHL: And the only concern I have is we
21
    can't really initiate a wire after four o'clock. And I -- what
22
    I don't -- and this is -- this is getting to the whole issue
2.3
    that we're dealing with is --
24
              THE COURT:
                          Right.
25
              MR. WOLFSHOHL:
                              -- I don't know how far we last
```

```
12
1
    beyond tomorrow, based on liquidity.
 2
              THE COURT: So if my -- if my calendar were clear,
    which it's not, but if my calendar were clear, when would you
 3
 4
    want your hearing?
 5
              MR. WOLFSHOHL: One o'clock.
 6
         (Pause in the proceeding.)
 7
         (Court confers off the record.)
              MR. WOLFSHOHL: Or -- or -- or, your Honor -- your
 8
 9
    Honor -- if you has 12 reserved, I -- I could do 12, too.
10
              THE COURT: You got one o'clock. We'll figure out a
11
    way to make it work.
12
              MR. WOLFSHOHL: I -- I appreciate that, your Honor.
13
         (Pause in the proceeding.)
14
              MR. WOLFSHOHL: And if -- unless you have any other
15
    questions, I'll let other people talk to you.
16
              THE COURT: No. Thank you.
17
              And again, I'm trying to bite my tongue. So thank
    you. All right.
18
19
              Mr. Gibbs?
20
         (Pause in the proceeding.)
21
              MR. GIBBS: Good morning, your Honor. Chuck Gibbs
22
    from McDermott Will and Emory on behalf of the Committee.
23
              Give you some additional color. Committee's here
24
    today pretty frustrated, feeling a little defeated. And -- and
25
    to directly respond to the question you asked Mr. Wolfshohl is
```

about why the other party didn't -- hadn't surfaced.

Let me speak to that directly. And I'll call them

Party A. Party A is an experienced operator, who was never

contacted by the investment banker who ran the sale process for

the Debtor, resourced him. My partner, Marcus Hale (phonetic)

did.

And even though we weren't allowed to talk directly to bidders, we continued to kind of keep them on ice trying to keep them interested, even though they really weren't part of the process.

THE COURT: Right.

MR. GIBBS: Took it with -- once we -- once we introduced that party to the investment banker for the Debtor, it took them four weeks to get an NDA from the investment banker.

So they were negotiated, not delivered. So they were effectively shut out of the process. You heard me make reference to that at the last hearing.

We believe, and -- and we presented that party,
they're -- they're represented by able counsel, whose office
you are observing on the screen earlier. And we believe they
A, can solve the Trustee's liquidity crisis; B, they can -- B,
they can provide a significantly higher recovery to the banks
than the offer that we understand is circulating, that was
proposed, or at least described a week ago by Debtor's counsel

before the Trustee was appointed.

And we, along with all the professionals and the principles, worked literally around the weekend, around the clock all weekend, including with Judge Isgur, to try to get to an understanding that would allow the Debtor to come in this morning with a request to borrow money from them, proceed to an alternate transaction. Couldn't get there.

THE COURT: Okay.

MR. GIBBS: Part of the frustration is that, to my knowledge, that party hasn't been -- hasn't been involved in discussions with Judge Isgur to try to see if he could involve them in a mediated solution. Nor really with us. We've been a little bit kept apprised of conversations. And that's not atypical sometimes for mediations where the Committee's out of the money and but still involved.

THE COURT: Sure.

MR. GIBBS: So, we are hopeful that the next 36 hours can continue to be productive. If it's productive only vis-à-vis the -- the options that I understood Mr. Wolfshohl to describe, which I believe does not involve Party A, then, you know, we'll probably be here objecting to it next -- tomorrow at one o'clock.

Cause we don't think that it's the -- it's an appropriate path to go forward without considering whether there's another alternative that could be supported by the

- 1 Committee and the lenders and recover more for the creditors 2 than what we understand the offer to be.
- So that's where we are this morning. As I said, frustrated, a little bit defeated. But still, you know,
- 5 because I still have in all my inherent optimism beating on a
- 6 mule these years, still hopeful that we can get to something
- 7 tomorrow afternoon that is supportable.

fact, a better deal can be had.

- 8 We certainly want the Debtor to have the liquidity to
 9 survive beyond tomorrow. We certainly want the Debtor -10 Debtor through the Trustee to have liquidity to see if, in
- Because the one that we understood was, as you heard from Mr. Elrod and myself a week ago, the one that none of the creditors could support. So --
- 15 **THE COURT:** Right.

11

19

20

21

22

- MR. GIBBS: -- what we -- we heard the three paths
 described by Mr. Wolfshohl. One of the things that we tried to
 find out is exactly what the banks want.
 - We have -- we've heard loud and clear what they don't want. We've heard loud and clear what options they don't prefer. But we really don't know what they want, what they, other than something that impossible, which is get their loan paid back.
- But -- so that is an inherent structural impediment.
- 25 We're kind of shooting in the dark, and trying to get to

And I may be misspeaking. Somebody can

MR. GIBBS:

probably not even the DIP, much less pre-petition secured.

```
1
              What's the next step, your view? I mean, have you --
 2
    having discussions, you know I've always, you know, you -- you
    know I've -- I've hinted at this before. The value may simply
 3
    be, you know, releases of 547 claims against non-insiders, you
 4
 5
    know, that may be the only value that comes out of it.
              I don't know. I mean, I'm not aware that there's a
 6
 7
    requirement that that can only be done in a plan. You know me.
 8
    I don't like living inside of a box.
 9
              And I -- I just didn't know if there's been
10
    discussions about what -- what the end game is.
11
              MR. GIBBS:
                          Um.
12
              THE COURT: Too soon?
13
              MR. GIBBS: Surely too soon.
14
              But there imnacient (phonetic) if that's the right
15
    word, at the very beginning stages. But we're all like to
16
    think we're creative. So we're, you know, the issues have been
17
    flagged. The opportunities have been flagged. Have the -- has
18
    there been productive, meaningful conversations about those,
19
    no.
20
              THE COURT: I got it. Okay. All right.
21
              So back to other than giving Mr. Wolfshohl his
22
    hearing tomorrow at one o'clock, are you aware of anything and
23
    I'm -- that I can do to help the process?
24
         (Pause in the proceeding.)
25
                          And, you know, I'm not going to tell
```

- 1 | Isgur how to mediate. I mean, he -- he taught me how to
- 2 | mediate. I'm not going to begin to tell him, you know, how to
- 3 do what he volunteered to do.
- 4 MR. GIBBS: Other than tell all the parties to do
- 5 exactly what the out-of-money committee wants, I'm not sure.
- 6 THE COURT: It's a hard conversation to have.
- 7 I got it. That's -- I appreciate your staying
- 8 engaged. I've certainly seen circumstances where people didn't
- 9 stay engaged. So I -- I appreciate you staying engaged. Gives
- 10 me a point of reference.
- 11 MR. GIBBS: One of the counsel on the -- on the phone
- 12 observed over the weekend, I think we should be called
- 13 Sisyphus.
- 14 THE COURT: Fair enough. Thank you, Mr. Gibbs.
- Mr. Ruff, U.S. Trustee have any perspective?
- 16 (Pause in the proceeding.)
- 17 MR. RUFF: Good morning, your Honor. Jayson Ruff
- 18 | with the U.S. Trustee's office.
- 19 Your Honor, we're -- I don't have anything with
- 20 respect to the actual offer other than what's been shared with
- 21 | the Court by other parties at this moment. We're very much an
- 22 | outsider looking in. And I think I'll just leave it at that,
- 23 your Honor.
- 24 **THE COURT:** All right. Thank you.
- 25 Mr. Phillips, did you have any commentary before I go

```
22
    to Mr. Elrod?
 1
 2
              MR. PHILLIPS: Your Honor, Louis Phillips on behalf
    of Shalami (phonetic) Ventures.
 3
              Mr. Elrod, I can speak now. I'm not a party of
 4
 5
    interest, except that we've been very interested. My client
    representative's in the courtroom today. We -- this is the
 6
 7
    party that I believe Mr. Gibbs was referring to.
 8
              THE COURT:
                         Ah.
 9
              MR. PHILLIPS: He has extensive knowledge,
10
    experience, operational, ownership, et cetera. He has spent
11
    Friday, Saturday, and Sunday, maybe Thursday, and has viewed
12
    nearly a hundred sites in four states.
13
              We sent a term sheet proposal which was not the 50-
14
    page version. But it was, because of my pea-sized brain, Louis
15
    Phillips version.
16
          (Pause in the proceeding.)
17
              THE COURT: Mr. Phillips, did we lose you?
18
         (No audible response.)
19
              THE COURT: Looks like he was voice over IP as well
    as video.
20
21
          (Pause in the proceeding.)
22
              THE COURT: Mr. Phillips, are you there?
23
         (No audible response.)
24
              THE COURT: All right. Well hopefully, you'll come
25
    back in.
```

2

3

4

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6

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18

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21

22

2.3

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25

Mr. Newman, I need for you to hit, cause I recognize the other phone numbers. I need for you to hit five star on your telephone. That will unmute you. (Pause in the proceeding.) THE COURT: There we go. Mr. Newman, can you hear me? MR. NEWMAN: Yes. Can you hear me, your Honor? Loud and clear. Thank you. THE COURT: MR. NEWMAN: Thank you. My name's Sam Newman, Sidley Austin, we represent Raymond (phonetic) James (phonetic) who represented in connection with their applications. And I just wanted to represent to the Court, and the benefit of the parties, and particularly the Trustee, who I know is drinking from a firehose and try to come up to speed, Raymond James did work -- reach out on Friday to offer to provide whatever information we have as quickly as possible with respect to the sale process and the contact. As you know, Raymond James ran on a process over the last six months contacted, you know, close to 200 parties. The -- the representations that have been made on the record today are -- are not consistent with Raymond James' experience. There is no party that they are aware that waited any material time let alone four months for an NDA.

So we have significant records that we believe could

```
1
    sure that all the parties were aware that we're, you know,
 2
    we're very interested in doing anything we can to help
    facilitate this transaction coming to a successful conclusion.
 3
 4
              But some of the representations that have been made
 5
    on the record, we -- we take issue with and are happy to
 6
    provide, you know, information directly to the Trustee.
 7
              THE COURT: Got it. Mr. Newman, thank you for
    appearing this morning. That you for making that statement.
 8
 9
              Mr. Howley, I saw you rise.
10
              MR. HOWLEY: Yes. Good morning, your Honor.
11
              THE COURT: Good morning.
12
              MR. HOWLEY: For the record, Tom Howley with Howley
13
    Law. We represent GPM Investments, LLC, which is a subsidiary
14
    of Arco Holdings, one of the bidders in this process.
15
              We're here to monitor the hearing. We've been in
16
    active discussions with the parties to try to find a
17
    solution --
18
              THE COURT: Okay.
19
              MR. HOWLEY: -- to keep this thing as a going
20
    concern. I want to reiterate our desire to participate in
21
    that.
              I also rise to correct the record. With all due
22
23
    respect to Mr. Gibbs, I know there's a lot of moving pieces
    and -- and it's a fluid situation. But he said that we were an
24
25
    affiliate of the largest landlord.
                                        That's not correct.
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credit cards.

I would say

We have been engaging constructively with the Trustee and in mediation with Judge Isgur over the weekend. And just want to represent our continued support. Want to be helpful regardless of what transaction, you know, is going forward at this point. And just want to reiterate our concern for the segregation of the assets and -- and just want to come to a resolution. But in any case, just wanted to make a brief statement about our constructive efforts to continue this process as well. **THE COURT:** Got it. Thank you, Miss Surinak. Mr. Melko, are you -- have I -- are you -- you're hiding from me by being an observer and not Mr. Melko. MR. MELKO: No, your Honor. Actually, I thought I --I did go to the website and register. Must not have taken. Anyway, John Melko representing SASS Petroleum. Since you've mentioned me a few times, let me chime in and say I was disappointed in the Status Conference not to hear some reference to what's happening with credit card receivables. There are two or three counsel for the oil companies who do the credit card processing, or we at least have the contracts with the banks, to do the credit card processing. We continue to got -- to get complaints over the weekend from dealers who say they are still not getting their

That's a large part of the revenue.

- 1 | it's the bulk of the revenue of this company. And look,
- 2 | I've -- I realize that the Trustee was out of town, worked out
- 3 of town, just now retained counsel and got back, and it's a
- 4 complicated business.
- 5 But that needs to be addressed for a couple of
- 6 reasons. One, it's a significant source of revenue to the
- 7 Debtor. And second, much of those credit card receipts
- 8 represent funds that are not property of the Debtor. They are
- 9 actually property of the dealers having to do with sales of
- 10 anything from soda and chips, to lottery tickets, to
- 11 | cigarettes, to whatever. They were not petroleum related.
- 12 They have nothing to do with purchases by or through the Debtor
- or from the oil company for that matter.
- So I have -- I would -- I'm happy to talk to
- 15 Mr. Wolfshohl if he's ever got time later today. But that is a
- 16 significant item that needs to be addressed.
- 17 **THE COURT:** So, Mr. Melko, I think Mr. Wolfshohl
- 18 heard me.
- 19 You know, I don't generally mention peoples' names,
- 20 except for a reason. I think he heard me. I'm going to guess
- 21 | that you'll probably talk today.
- MR. MELKO: Always happy to talk to Mr. Wolfshohl,
- 23 your Honor.
- 24 **THE COURT:** All right. Thank you.
- 25 Mr. Phillips, I see you're back. Didn't mean to lose

1 you there.

MR. PHILLIPS: Your Honor, it was my home internet.

3 So I apologize. But I'm back.

I -- I -- and I -- I don't know where I had froze,
but my client representative is in the courtroom, Mr. Sumido

6 (phonetic). And as I tried to say earlier, he traveled across

7 | four states, North and South Carolina, Alabama, and Louisiana

looking at locations over the weekend, certainly Friday,

Saturday and Sunday.

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He has communicated with the fuel suppliers. He's communicated with managers at locations. He has an idea. He has proposed DIP financing through a term sheet proposal. And at -- and -- and management services proposals that had been under discussion or, at least, some of the parties had been discussing before I got involved.

And his proposal to -- to line it out is to put up immediate liquidity to deal with the credit card issues that were mentioned by Mr. Melko. To reestablish the flow of fuel. He is -- he's under the impression that approximately -- that a large percentage of the locations do not have fuel, have bags over the pumps.

He's in a position he thinks to get fuel flowing immediately. He wants -- he -- he wants -- he -- he has proposed, because he's in this business and because he's already seen close to a hundred stores, he has visited we think

get going.

a lot of stores, not more stores than the -- the CRO had ever visited. He has gotten now all the -- all the way down into the weeds about what's needed at what places. He's proposing DIP financing and fuel deposit financing so that the fuel can

He wanted -- he believes he can get the operations turned around to generate more value. And he wanted some break-up and success fees of prime rate on his DIP facility. Which, as I understand, is a very reasonable rate within the confines of the current DIP financing.

Me wanted to be first because he's putting up new money, of course. We are not -- did not propose a 240-page credit agreement. My purchase -- my term sheet is very short and easily digestible. I got some pushback yesterday about some of the terms which I thought some of which we could talk about, some of which I didn't really understand.

But it would seem to me like the Trustee would like an experienced operator to operate the properties for the benefit of the Trustee and the estate. If -- if the Trustee wants some type of modicum of control, I just don't think the Trustee wants to be dealing with, you know, hundreds of thousands of transactions a day over 500 locations.

We know we have lease concerns. He's already started talking to landlords. He started talking to locations that haven't paid rent because they can't get fuel. And so, we

- think, and -- and our proposal was a six-month process where we operate. And then if we buy, fine. We get a credit bid, part of our break-up and success fee, plus our DIP.
 - And if -- if there's no transaction within six months while the properties are being operated, then he will stay on without exclusivity. And what -- with a right of first refusal.
- And we needed to talk around those terms, fine. But what I heard from counsel for the Trustee today is that our -
 the structure of our proposal is not even under consideration.
 - And, you know, we -- we thought the banks -- we thought the bank agent was supportive of -- but I can only do, you know. I've only -- I've only been involved since Friday of this -- Thursday afternoon of last week.
 - THE COURT: All right. And I assume both bank and Trustee have this proposal. And that it's a topic of conversation.
- 18 MR. WOLFSHOHL: Absolutely, your Honor.
- 19 We've had -- we've had I think at least three, maybe
 20 four, calls with Mr. Phillips as well as his client. Look,
 21 I -- I want to make it clear. I believe Mr. Lalani (phonetic)
 22 has -- has worked very hard to try to get involved in the
 23 process.
- 24 **THE COURT:** Right.

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25 MR. WOLFSHOHL: Sometimes you're in a situation that

- you -- you -- you arrive too late. I hope that's not true. I hope that there's a process where -- where he can participate at some point.
 - Mr. Phillips talked a lot about the proposal. He gave you a bunch of terms. I don't think it's productive to show you what the proposal is. But if the Court has any questions as to why the Trustee has serious concerns, all you would have to do is look at the proposal.
 - I just -- I just want to point out that if it -- if that ever becomes an issue, I'm prepared to let the Court see what it is. And I don't think that I even had to explain to the Court what the problems are with it.
 - The -- that's not to say that we are shutting them out of the process. We have had extensive communications with them. It was very clear to us that the bank and the UCC were interested in exploring it.
 - I'm not saying that it's impossible that we don't end up with a transaction with him. I'm also not saying that whatever process, if we go forward with -- with someone else, doesn't involve them potentially having an opportunity to come in in some other capacity.
 - Because it's clear that they have made a lot of effort. Mr. Lalani, who I haven't shaken his hand yet. But I've talked to him on the phone several times.
- 25 He -- he has spent a lot of time over the last

- 1 | several days. I think he's sincere. I think he's real.
- 2 But -- but the reality is, both the parties we're talking to
- 3 are very experienced operators.
- We're -- we're not -- we're not dealing with people
- 5 | that are, you know, fly by night, you know, just want to have
- 6 an investment that they think could generate some money. These
- 7 | are -- these are both parties that have a lot of experience
- 8 operating.
- 9 And so that's a very important consideration to the
- 10 Judge. I mean, to the -- to the Trustee. But probably also to
- 11 | the Judge. And that is part of why we have taken him so
- 12 | seriously. Because he -- he clearly is putting in the effort.
- 13 And he clearly is somebody that has the ability to do it.
- 14 The problem we have is that the terms that are on the
- 15 | table right now are so far apart that, you know, and I don't
- 16 | want to get too far into that right now.
- 17 I -- it might be the subject of tomorrow's hearing
- 18 more. Because people might be coming and saying this is why we
- 19 don't like this one. And this is why we want that one.
- 20 And if that's the case, that's the case. I'd like to
- 21 | not get into that today. But I just want to clarify that.
- 22 Because Mr. Phillips did start talking about a bunch of terms.
- 23 And I just want your Honor to understand, because you asked me,
- 24 | we are taking all of the -- the potential options very
- 25 | seriously if they look like they're legitimate.

And what I'm sure that

with Mr. Lalani and Mr. Phillips.

25

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34
 1
    they're fairly invited into the process, because of the history
 2
    here, the lack of trust, et cetera, earlier in the case.
    we want to make sure that everything is explored so the value
 3
    can be maximized.
 4
 5
              The proposal that was discussed yesterday with
 6
    Mr. Phillips was not what we expected. I'll put it that way.
 7
    I think gaps can be bridged, perhaps.
 8
              THE COURT:
                         Sure.
 9
              MR. ELROD: But, you know, that remains to be seen.
              So what --
10
11
              THE COURT:
                         Has Isgur got a copy of this?
12
              MR. ELROD: Not to my knowledge, your Honor.
13
              MR. WOLFSHOHL: He has, your Honor. Yeah.
14
              THE COURT: He does.
15
              MR. WOLFSHOHL: He does.
16
              MR. PHILLIPS: Well also -- we authorized the
17
    Judge --
18
              MR. WOLFSHOHL: That's right.
19
              MR. PHILLIPS: -- for it to be shared with Judge
20
    Isqur.
21
              MR. WOLFSHOHL: And -- and we've -- and we've talked
22
    to him about it. He has gone over it.
23
              THE COURT: Oh, okay. I'm just going -- he's really
24
    good at filling in gaps. I mean --
25
              MR. WOLFSHOHL:
                              And --
```

- 1 THE COURT: You don't like -- you don't like the fill 2 ins sometimes, but he's really good at filling in the gaps.
- 3 MR. ELROD: Right.

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- 4 **THE COURT:** Okay. Okay.
- MR. ELROD: And I -- I -- what I wanted to say, your

 Honor, is while the bank -- the bank's not made a definitive

 decision as to which path forward, the path forward proposed by

 Mr. Lalani, if he's successful, would result in a much larger

 return than what's on the table.
- THE COURT: So let me ask just -- just trying to work

 my way through that. Cause I -- I did this with -- with

 Mr. Gibbs.
 - So, I mean, if you're talking about, I mean, this won't last six months. You know that. You know, I don't think this'll last 30 days, I mean, without a significant influx of cash.
 - And then, you know, at some point I've got a room full of professionals. I'm going to have to turn around. And I'm going to have to deal with that. And Mr. Melko is, and I'm assuming he's not the only one, you know, he's sitting right there on the edge.
 - You got a whole bunch of -- of operators in -- couple that we've dealt with. But now you're seeing all the me too's get filed. And I know that there are more coming.
- 25 And you -- you heard the hint from the fuel suppliers

- 1 | last week. I mean, there are just a whole host of ugly issues
- 2 | that are all going to have a time and a cost commitment. And I
- 3 | just -- and I -- and I'm looking at you. I'm talking to you.
- 4 But I'm talking to everybody.
- 5 It just isn't going to last. So if people are
- 6 motivated, you know, we need to -- we need to push as hard as
- 7 we can push.
- 8 And -- and I -- I hope I've demonstrated I'll make
- 9 | whatever time commitments I need to make so that you have
- 10 access, whatever the deal is.
- 11 Look, I know nobody's going to be happy. And I know
- 12 | that you are dealing with a group of folks who don't live in
- 13 | this business in terms of -- in terms of looking at it like the
- 14 private equity world.
- 15 You -- you got banks that are -- that are sort of out
- 16 of their comfort zone. I got all of that. You got smaller
- 17 banks that this is going to hurt. I know it's going to hurt.
- 18 But we need to -- we all need to be realistic and
- 19 understand that while it may only be a peppercorn, a
- 20 peppercorn's better than an empty cupboard.
- 21 And so we need to really push as hard as we can to
- 22 | get what we think we can get. And again, I'll do whatever we
- 23 can. If there's somebody out there that's -- that's, you know,
- 24 | somebody real. I'm going to assume with this group that we
- 25 | don't have issues about involvement, or transparency, or

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37
1
    anything like that.
 2
              If there are, I want to know about them -- I want to
    know about it yesterday. I -- I -- I, you know, we -- we
 3
    spent, I mean, how much money did we spend since the initiation
 4
 5
    of the case. I mean, I heard you tell me the number that, you
    know, was it 50 or $60 million?
 6
 7
              MR. ELROD: Yes, your Honor.
              THE COURT:
                         Gone?
              MR. ELROD:
                         Forty -- forty-eight, I believe.
                         Forty-eight. Okay. So $50 million.
10
              THE COURT:
                                                                We
11
    can't do that again. We need to --
12
              MR. ELROD: Correct.
13
              THE COURT: -- really push.
14
              MR. ELROD: That's -- that's -- the
15
    proposal would not contemplate that. It would contemplate
16
    basically offloading a lot of the operating costs to
17
    Mr. Phillips' client on a go-forward basis, basically shifting
18
    the risk to him, similar to what Mr. Wolfshohl detailed in
19
    the -- in the proposal with the advances from GPM.
20
              THE COURT: I got it. It's just, you know, I know --
21
    I know Mr. Phillips. He doesn't ever shift total risk to
22
    anybody -- to any of his clients. So, again, I --
23
              MR. ELROD: Well that -- that's where the issue came
24
    up --
25
              THE COURT:
                          I --
```

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38
 1
              MR. ELROD: -- yesterday.
 2
              THE COURT:
                          I totally got it. I -- just I've --
              MR. ELROD:
 3
                         So --
                         He's a superb -- he's superb at what he
 4
              THE COURT:
 5
           I just -- I've been on the receiving end of that a
 6
    couple of times. There were great life lessons for me.
 7
              So we'll just -- I'll see it whenever -- I'll see it
 8
    whenever folks are ready to -- to give it to me.
 9
              MR. ELROD: But I -- I rise mainly to say we want the
10
    most open process that we can under the circumstances,
11
    completely understanding the Trustee's and the business'
12
    liquidity need.
13
              That is what's driving most of this. We also want to
14
    ensure that contractual counterparties are giving alternative
15
    proposals a -- a fair chance to be heard and -- and not
16
    providing most favored nation status to anybody.
17
              And we're getting a bit of that.
18
              THE COURT: You're getting a bit of that.
19
    that mean?
20
              MR. ELROD: Your Honor, with respect to one landlord
21
    in particular, who has been approached by at least one party
22
    about potential alternative, they were told to simply go to GPM
2.3
    and cut a deal with them.
24
              THE COURT: Interesting. All right.
25
              When you're ready to do something about that, I'm
```

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39
1
    happy to take that issue up. But I'm not going to do it
 2
    without a pleading.
              MR. ELROD: Understood.
 3
 4
              THE COURT:
                          Okay. All right.
 5
              MR. ELROD:
                          Thank you, your Honor.
              THE COURT: Thank you.
 6
 7
              Anyone else have ay issue I need to raise or that I
 8
    need to address?
 9
         (Court confers off the record.)
10
         (Pause in the proceeding.)
11
              THE COURT:
                          Let me ask, Mr. Wolfshohl, it appears
12
    more likely that the overnight filing that would have resulted
13
    in first days is less likely to file.
14
              MR. WOLFSHOHL: Okay.
15
                         It's still a possibility. Would you
              THE COURT:
16
    rather have noon versus one with the understanding that if it
17
    did file and I did draw it, then, you know, you would get --
18
    you would get pushed. Or you can just keep one. It's entirely
19
    up to you.
20
              MR. WOLFSHOHL: Judge, let's take noon. Let's --
21
    let's just take noon --
22
              THE COURT: Right. With -- with the understanding --
23
              MR. WOLFSHOHL: -- if you've got the time open, then
24
    I think we ought to take it.
25
              THE COURT:
                           Sure.
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40
 1
              MR. WOLFSHOHL: Yeah.
 2
              THE COURT: I just want to be clear, if it does file
 3
    and if I did draw it, you would get pushed to one.
              MR. WOLFSHOHL: That -- that's totally fine, your
 4
 5
    Honor.
 6
              THE COURT: Then with that, then Mr. Alonzo, let's go
 7
    ahead and just go ahead and schedule the hearing for noon.
 8
              Do you anticipate any additional filings?
 9
              MR. WOLFSHOHL: So I hope that I'm going to file
10
    something before that that is setting out what it is that we
11
    are going to ask your Honor to consider.
12
              THE COURT: Okay. So the only request I have is, I
13
    would very much like to read it. And if I have a Chapter 13
14
    panel, my only point was, you know --
15
              MR. WOLFSHOHL: Yeah.
16
              THE COURT: -- when I -- when I step on at nine, I
17
    don't step off until it gets done.
18
              MR. WOLFSHOHL: I remember.
19
              THE COURT: Yeah. So if you can -- I guess that's
20
    true with Judge Steen (phonetic). I guess that's right.
21
              MR. WOLFSHOHL: That's right.
22
              THE COURT: So if you can at all get it filed before
23
    nine o'clock, you know, and if you would just keep Mr. Alonzo
24
    in the loop. If I need to come back down here at six-thirty.
25
    While I wasn't happy about it this morning, I'm happy to do it
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41
 1
    again if that's what I need to do.
 2
              That's -- but I'm somewhat picking on him.
              MR. WOLFSHOHL: I don't think Mr. Alonzo was happy
 3
 4
    about it either, your Honor.
 5
              THE COURT:
                         But he didn't -- he didn't show up until
 6
    quarter of eight.
 7
         (Laughter.)
              THE COURT: That's all -- I was texting with him, but
 8
 9
    he didn't show up until quarter of eight. But all fine.
              MR. WOLFSHOHL: Yeah.
10
11
              THE COURT: Just give me an opportunity to read
12
    whatever it is you're going to file.
13
              MR. WOLFSHOHL: I will. I will absolutely try to do
14
    that, your Honor. And -- and, you know, I may err on the side
15
    of getting something on file that doesn't have all the detail I
16
    want it to have just to give you some ideas to what we're
17
    doing.
18
              THE COURT: All fine. I would just love to be
19
    educated. Right now I don't have a sense of where we're going,
20
    other than everybody's trying to go somewhere.
21
              MR. WOLFSHOHL: Yeah. I understand, your Honor.
22
              THE COURT: All right.
23
              MR. WOLFSHOHL: I appreciate it. Thank you.
24
              Mr. Platt, you raised your hand. I think I got you
25
    unmuted.
```

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42
 1
              MR. PLATT: You did, your Honor. Good morning.
 2
    Platt for Marathon Petroleum Company LP.
              I just -- and -- and I apologize for raising this
 3
    issue once again. But the -- the issue about the -- the cash
 4
 5
    collateral provision regarding fuel purchases. Over the
    weekend there was a cash collateral stipulation and order
 6
 7
    entered related to cash collateral.
              And there was a provision permitting fuel purchases.
 9
    But within that provision was a clause that, at -- at least
10
    Marathon finds unacceptable, because there's a specific tie-in
11
    to the budget that says that,
12
              "If the Trustee uses cash collateral
13
              outside of the budget to pay the fuel
14
              supplier, any such fuel supplier shall be
15
              subject to claims under $549 of the
16
              Bankruptcy Code."
17
              We as fuel suppliers have absolutely no control, as
18
    you know, your Honor, over what is in the budget and what is
19
          So we have no -- we have no way of knowing whether money
20
    that -- that comes to us is out of the budget or not out of the
21
    budget. And so --
22
              THE COURT:
                          Right.
23
              MR. PLATT:
                          -- that --
24
                          So, is --
              THE COURT:
25
              MR. PLATT:
                           -- that's a risk that is --
```

```
43
 1
              THE COURT: Yeah. Mr. Platt, let me --
 2
              MR. PLATT:
                          Yes.
              THE COURT: I -- I fixed this.
 3
              We have done -- we have done all of this with the
 4
 5
    understanding that Paragraph 7 as we've referred to it, was in
    ever single agreed order and stipulation. If that got modified
 6
 7
    or changed, I didn't go back and check that. I assumed with
 8
    the representations on the record that it was included.
 9
              But if there needs to be something done, then let's
10
    get it corrected. But again, that's always been the agreement
11
    that you --
12
              MR. WOLFSHOHL: Yes, your Honor. I will say that
13
    Friday was a very, very hectic day.
14
              If the language is not identical to what is in the
    prior versions, that was certainly the intent.
15
              THE COURT: Yeah. Look. I've -- I've known Platt
16
17
    for a long time.
18
              He's a -- he's a reasonable guy. He -- he made his
19
    ask early on. He's been consistent about it. Just have a
20
    conversation with him and get it -- get it straight.
21
              MR. WOLFSHOHL:
                              Thank you, your Honor.
22
              THE COURT: Mr. Platt, that work for you?
23
              MR. PLATT: That works for me. Thank you, your
24
    Honor.
25
              THE COURT:
                          All right.
                                      Thank you.
```

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44
 1
              Mr. Gibbs?
 2
              MR. GIBBS: One last request, your Honor.
              The -- acknowledging that things were moving guite
 3
    quickly. We didn't get a chance to even see the proposed order
 4
 5
    or budget attached to it before it was uploaded and entered. I
    would like, if possible, to make sure that Trustee's counsel is
 6
 7
    moving quickly as well as lender's counsel to make sure we see
 8
    drafts and hopefully --
 9
              THE COURT: Committee should --
10
              MR. GIBBS: -- drafts of the pleadings they're
11
    contemplating before we read it on the docket also.
12
              THE COURT: Committee should be on distribution
13
    lists.
14
              MR. WOLFSHOHL: Yeah. Yeah. Absolutely, your Honor.
15
    Got it.
16
              THE COURT: All right. Thank you.
              Anything else that we need to talk about this
17
18
    morning?
19
         (No audible response.)
20
              THE COURT: All right. And let me do say this.
21
              If things change, again, I'll stop. I mean, I -- I'm
22
    mediating in the Galleria area. But I will drop whatever I'm
23
    doing. I'll come back if I need to. I'm going to take my
24
    computer set-up. I can get on remotely if I need to.
25
              It's -- I appreciate everyone's focus.
                                                       I want to
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```
45
1
    keep that focus. I don't want to be the problem. If you need
 2
    something, you reach out to Mr. Alonzo, we will figure out how
    to -- how to get everything up and running. All right?
 3
              MR. WOLFSHOHL: I appreciate that, your Honor.
 4
 5
              THE COURT: All right. Thank you.
              With that, I'll see everybody tomorrow at one. We'll
 6
7
    be adjourned.
 8
               SEVERAL ATTORNEYS: Thank you, your Honor.
 9
              MR. WOLFSHOHL: At -- at noon, your Honor, right?
10
              SEVERAL ATTORNEYS: At noon tomorrow.
11
              THE COURT: At noon. Yes. Thank you.
12
          (This proceeding was adjourned at 08:51 a.m.)
13
14
15
16
                              CERTIFICATION
17
18
              I certify that the foregoing is a correct transcript
    from the electronic sound recording of the proceedings in the
19
20
    above-entitled matter.
21
22
         /s/Cheryl L. Battaglia
                                        August 25, 2023
23
              Transcriber
                                             Date
24
    4:23-90147
25
    08/21/23 - 08/25/23
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